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EMCOS Market Research Meeting

(13 Jul 00)

Presented by: AFCEE and 311 HSW/BC/PKVA

EMCOS Development Team Members

- 311 HSW/PK Representatives:
  - Mr Cliff Trimble
  - Ms Carol Machacek
  - Mr Gerardo Villarreal
  - Mr Don Jackson
- AFCEE Representatives:
  - Ms Sheryl Faust-Beck
  - Major Sandie Beneway
- 311 HSW/BC Representatives:
  - Ms Janelle Larrison
  - Mr Alvin Brown

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Meeting Agenda

- Purpose of Meeting
- EMCOS Overview
- Cost Accounting Systems
- Teaming
- Open Discussion
- Summary

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Purpose of Meeting

- Discuss EMCOS Concept
  - Small Business Set-Aside
  - Niche Marketing
  - Non-Competitive with 3PAE or ENRAC
  - Design for Use
  - Achieve Competitive Edge
    - Scope
    - Ease of Use
    - Market Pricing

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Purpose of Meeting

- **Overall Goal**
  - **Improve EMCOS Conceptualization**
- **Meeting Goals**
  - **Open Discussions**
  - **Easy Exchange of Information**
  - **Market Research**

Purpose of Meeting

- Communication Procedures
  - All communication should be addressed exclusively to the EMCOS contracting officer:
    - Mr Gerardo Villarreal
      - 311 HSW/PKVA
        3207 North Road
        Brooks AFB, TX 78235-5363
      - 210-536-6382
      - gerardo.villarreal@hqafcee.brooks.af.mil
  - All future EMCOS information released by the government will be posted on the SARAH web page (http://www.sarah.brooks.af.mil)

EMCOS Overview

- **Scope of Services--All AF Enviornmental Pillars**
  - **Compliance--ensure compliance with Federal, State, local, DoD, and USAF environmental standards**
  - **Pollution Prevention--prevent future pollution by reducing the use of hazardous materials at the source & preventing environmental releases**
  - **Restoration--cleanup pollution from past activities, restore sites to safe conditions**
  - **Conservation--protect and enhance our natural and cultural resources by incorporating environmental considerations into sound planning practices**

EMCOS Overview

- Types of Work
  - Minor Construction
    - Repair
    - Demolition (environmentally funded or related efforts only
    - Incidental Architect-Engineering Services
  - Operations and Services
    - Incidental Architect-Engineering Services

EMCOS Overview

- **Contract Specifications**
  - **Indefinite Delivery/Indefinite Quantity (IDIQ)**
  - **$25M-$50M Program ceiling**
  - **2-3 Contracts**
  - **Small Business Set Aside (SIC 8744)**
  - **5-Year ordering period w/ 2 years additional performance period**
  - **FFP and CPFF**
  - **Estimated size of DOs- $5k to 1.5M**
  - **FAR 52.219-14 Limitations on Subcontracting**

EMCOS Overview

- Selection Criteria
  - Baseline Requirement
  - Past Performance
  - Technical and Management Experience
  - Mobilization Capability (teaming/partnering)
  - Cost/Price

Cost Accounting Systems

- Cost Evaluation
  - Firm Fixed Price (FFP)
  - Cost Plus Fixed Fee (CPFF)
- Cost Accounting System

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Teaming

- Overview
  - Federal Acquisition Regulation (FAR) Discussion
  - Why Team?
  - Types of Teaming
  - Changes in Affiliation Rules

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Teaming

- **FAR Discussion**
  - **FAR 9.603: "The Government will recognize the integrity and validity of contractor team arrangements; provided the arrangements are identified and company relationships are fully disclosed in an offer…"**

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Teaming

- **Why Team?**
  - **Enables firms to complement each other's capabilities**
  - **Enables SBs to effectively compete for larger scale requirements**

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Teaming

- Types of Teaming
  - Prime/Subcontractor Relationship
  - Joint Ventures
  - Others
    - Mentor-Protégé (DOD and SBA)

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Teaming

- **Prime/Subcontractor Relationship**
  - **Prime is responsible for contract performance**
  - **Government has privity of contract only with prime**
  - **Relationships normally identified before offer submitted**
    - **A benefit during evaluation of offer**

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Teaming

- **Joint Ventures**
  - **FAR 19.101 defines a Joint Venture as an association of persons or concerns … concerting to engage in and carry out a single specific business venture for joint profit, for which purpose they combine their efforts, property, money, skill, or knowledge, but not on a continuing or permanent basis**
  - **Contract in Joint Venture's name**
  - **Contract Performance responsibility lies with Joint Venture**
  - **Agreement must include sharing profits/losses proportionate to each party's contributions to business operation**

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Teaming

- **Affiliation Changes**
  - **Normal Rule: Affiliated business concerns' receipts are added to determine eligibility under size standards**
  - **New Rule: SBA excludes joint ventures/teaming arrangements in certain circumstances**
    - **Size Standard is applied to individual concerns rather than to the combined assets of the team/joint venture**

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Teaming

- **Affiliations - Non 8(a)**
  - **Exclusion applies to bundled acquisitions OR**
  - **For Non-bundled acquisitions**
    - **Where contract value (including options) exceeds 1/2 the applicable revenue-based size standard OR**
    - **Where contract value (including options) exceeds $10M for employee-based size standard**

Teaming

- **Affiliations - 8(a)**
  - **Normal affiliation rules apply to both sole source 8(a) and to competitive 8(a) “under” the thresholds shown in previous slide**
  - **If over the thresholds, a joint venture of at least one 8(a) and one or more other concerns may submit an offer under a competitive 8(a) procurement**
    - **Each concern must be small**

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Teaming

- **Affiliations - 8(a)**
  - **At least one 8(a) participant to the joint venture must be less than 1/2 the SIC Code size standard**
  - **8(a) concern is managing venturer**
  - **Employee of 8(a) concern/managing venturer is project manger of contract**
  - **51%of joint venture profits go to 8(a) member(s)**
  - **Approved by Small Business Administration (SBA)**

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Teaming

- Other Teaming Arrangements
  - DOD and AF Mentor-Protégé Programs
    - http://www.brooks.af.mil/HSC/BC/MP
  - Certain exclusions for joint venture between SBA approved Mentor-Protégé Relationship (13 CFR 124.5)

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Teaming

- **Finding Teaming Partners**
  - **Air Force Small Business Environmental Database (AFSBED)**
    - **http://www.brooks-smallbusiness.com**
  - **SAF/SB Virtual Teaming Center**
    - **http://www.usaf.suppliernet.net**
  - **USAF Interactive Electronic Mall**
    - **http://www.miairforcemall.org**
  - **SBA PRONET**
    - **http://www.sba.gov**

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Teaming

- **SB Office Points of Contact**
  - **Director**
    - **Janelle Larrison, 210-536-4348**
    - **email: janelle.larrison@brooks.af.mil**
  - **Environmental Specialist**
    - **Alvin Brown, 210-536-6376**
    - **email: alvin.brown@brooks.af.mil**
  - **AF Mentor-Protégé PM and Environmental Specialist**
    - **Janie Campos, 210-536-6305**
    - **email: janie.campos@brooks.af.mil**
  - **AF Small Business Environmental Database Manager**
    - **Denise Blocker, 210-536-4347**
    - **email: denise.blocker@brooks.af.mil**

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Open Discussion

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Summary

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